

Message Text

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ACTION COME-00

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FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 9417

INFO AMCONSUL DHAHRAN

C O N F I D E N T I A L JIDDA 7006

DEPT PASS COMMERCE FOR CAGNE

E.O. 11652: GDS

TAGS: EEXP, BTIO, SA

SUBJECT: SENIOR PRINCE SEEKS CONTACT WITH US FIRMS

BEGIN SUMMARY: PRINCE MISHAL BIN ABDUL AZIZ HAS APPROACHED THE EMBASSY ABOUT BECOMING AN AGENT FOR U.S. COMPANIES. WHILE EMBASSY DOES NOT ESPECIALLY RECOMMEND THIS TYPE OF REPRESENTATION, HIS POWERFUL INFLUENCE IS UNDENIABLE AND MAY BE OF INTEREST TO SOME COMPANIES. END SUMMARY

1. PRINCE MISHAL BIN ABDUL AZIZ HAS BEGUN TO URGE ON THIS EMBASSY HIS INTEREST IN REPRESENTING U.S. COMPANIES FOR TENDERS ON ROAD CONSTRUCTION, HOSPITAL/MEDICAL, AND OTHER GOVERNMENT CONTRACTS. HE IS ALSO SEEKING A COMPANY TO BUILD THE YENBO CEMENT PLANT FOR WHICH HE HOLDS THE INDUSTRIAL LICENSE AND IS ALSO INTERESTED IN TAKING UP INDUSTRIAL AND AGRICULTURAL PROJECTS.

2. PRINCE MISHAL IS A HALF-BROTHER OF KING FAISAL. HE WAS MINISTER OF DEFENSE FROM 1951-56, MEMBER-AT-LARGE OF THE COUNCIL OF MINISTERS FROM 1956-63, AND GOVERNOR OF MECCA FROM 1963-69. SINCE THAT TIME HE
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HAS NOT BEEN INVOLVED IN GOVERNMENT, OSTENSIBLY BECAUSE

OF A FEUD WITH INTERIOR MINISTER PRINCE FAHAD, BUT
STILL SEEMS TO ENJOY A GOOD RELATIONSHIP WITH THE KING.

3. HE HAS LITTLE BUSINESS EXPERIENCE OR ORGANIZATION
TO OFFER (ALTHOUGH MONEY WOULD CERTAINLY BE AVAILABLE
FOR THE RIGHT SORT OF PROJECT); ONLY PRESTIGE, INSIDE
INFORMATION, AND POWERFUL INFLUENCE. IN SHORT HE IS
TYPICAL OF THE INFLUENCE-PEDDLING PRINCELY AGENT. HIS
INTEREST IN SEEKING CONTACTS WITH U.S. COMPANIES IS
REPORTED NOT BECAUSE THE EMBASSY RECOMMENDS THIS TYPE
OF AGENT BUT BECAUSE SUCH INFLUENCE-PEDDLING--
THOUGH HOPEFULLY ON THE WANE--REMAINS A POWERFUL FACTOR
IN SOME SPHERES OF GOVERNMENT AND PROJECT DECISIONS AND
WE FEEL U.S. COMPANIES SHOULD BE AWARE OF THE OPTIONS
AVAILABLE.

HIS CABLE ADDRESS IS SIMPLY "MISHAL BIN ABDUL AZIZ,"
AND MAILING ADDRESS "KING ABDUL AZIZ UNIVERSITY ROAD -
KILO 5, JEDDAH." SUGGEST THAT HIS NAME BE MENTIONED
TO ANYONE WHO FEELS THAT PRINCELY INFLUENCE IS MORE
CRUCIAL THAN ESTABLISHED BUSINESS ABILITY IN THEIR
LOCAL REPRESENTATION.

4. PRINCE MISHAL'S NEED FOR A COMPANY TO BUILD HIS
CEMENT PLANT IS OF COURSE PERFECTLY STRAIGHT-FORWARD, AND IT
WOULD BE HELPFUL IF HE RECEIVED EXPRESSIONS OF INTEREST
FROM U.S. FIRMS IN THIS REGARD. FIRMS MAY SEND THEM
DIRECT OR THROUGH THE EMBASSY APO ADDRESS (NEW YORK,
09697).

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